



PORT of Charleston

P O R T C H A R L E S T O N

JULY + AUGUST 2007

GROUND BREAKING

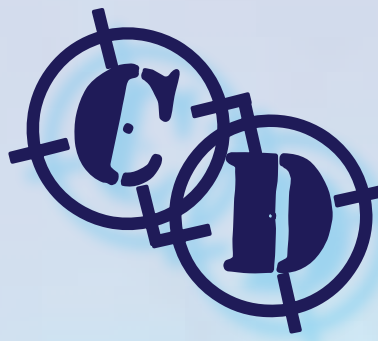
Progress made
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July + August 2007



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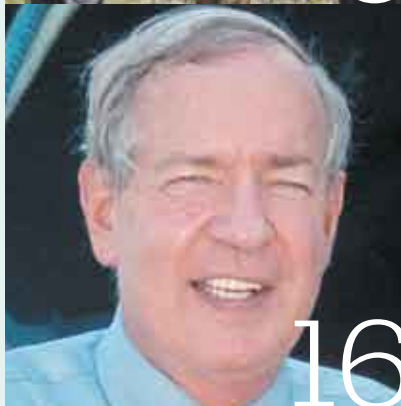
Ground Broken in Charleston for Port Expansion

Less than two weeks after the Army Corps of Engineers issued a permit for its construction, the SCSPA and many other business and community leaders celebrated with a groundbreaking ceremony. The symbolic event marks a new stage in expansion of the Port of Charleston's container handling facilities.

- MSC Signs New Contract
- Security Grants Issued
- Starbucks DC Announced



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Jack Daniel

President of International Forwarders Inc., Jack leads industry growth.

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Katoen Natie

Belgium-based company makes its mark in Charleston.



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Important Progress on Port Expansion

I AM DELIGHTED TO ANNOUNCE TO BOTH CURRENT AND prospective customers of the Port of Charleston that we have crossed a critical threshold in the effort to expand our port. On April 26, 2007 the U.S. Army Corps of Engineers issued a permit to the South Carolina State Ports Authority for the construction of a new container terminal at the former Charleston Navy Base. And, on May 7th we broke ground.

Crews have already begun test work on a two-acre embankment that will aid us in stabilizing and preparing the site for paving and the heavy load of containers that are to come. Other near-term projects include the demo-

lition of about 40 buildings and other structures on the site. Visible progress is being made. More on this can be found in the news section of this issue of *PortCharleston* Magazine.

This is an historic event for our port and for the State of South Carolina. No doubt, as customers or service providers in our port, it's the long-anticipated news for which you have been patiently waiting. I want to be the first to thank you for your support throughout the long process of port expansion in Charleston. Your voices have lent credibility and impact

to the process.

There are two related items to which I would call special attention. First, it is important to note the extraordinary effort the Authority, the Corps of Engineers and all the other federal and state regulatory agencies put into making sure the process prescribed by the National Environmental Policy Act was scrupulously followed. We had tremendous feedback from the community, environmental organizations and others, all of which was valuable to us.

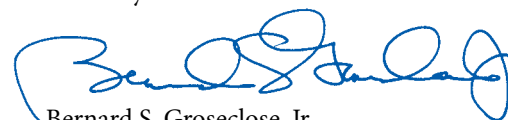
In a project of this magnitude, it is inevitable that the profound positive impacts for the citizens of our state will be accompanied by some negative impacts as well. In an effort to mitigate those negative impacts, the Authority committed to what is believed to be the single largest mitigation package in our state's history—a commitment of more than \$10 million. It involves projects ranging from job training to wetlands restoration to land protection and air quality monitoring. It is a comprehensive effort of which we are proud.

Secondly, it needs to be pointed out that while we have made significant progress and have entered a new phase of port expansion, there is still much work to be done. The first stage of the new terminal will not be operational until approximately 2013. In the meantime, the Authority is committed to ensuring our customers' needs are met or exceeded through improved processes and policies.

The permit also contains a number of conditions that must be met before the terminal becomes operational. Most important of these is providing efficient truck and rail access to the terminal with minimal impacts to surrounding communities. I am glad to report our state's legislature and governor are already taking steps to ensure that a dedicated access road to the new facility will be funded and built concurrently with the construction of the terminal.

We are excited about a bright future for the Port of Charleston, but the continued support of our customers is critical throughout the expansion process. We value your business and need your vocal leadership in promoting the value of international trade, and the necessary capacity to handle it, to South Carolina.

Thank you.



Bernard S. Groseclose, Jr.
President and CEO
South Carolina State Ports Authority

We are excited about a bright future for the Port of Charleston, but the continued support of our customers is critical throughout the expansion process.



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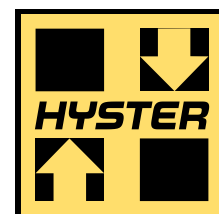


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Ground Broken in Charleston for Port Expansion



ON MAY 7, THE PORT OF CHARLESTON CELEBRATED THE groundbreaking for a new container terminal on the former Navy Base with a special ceremony on the abandoned industrial property. South Carolina State Ports Authority (SCSPA) chairman Bill H. Stern of Columbia was joined by SCSPA president & CEO Bernard S. Groseclose Jr., as well as current and former board members and more than 100 invited guests, including: members of the S.C. General Assembly, city council members, neighborhood leaders, key customers, waterfront officials and several SCSPA executives, staff members and contractors.

"This is a historic day for the SCSPA, this region and the entire state of South Carolina," said Stern.

When completed in phases over the coming 20 years to satisfy market demand, the new 280-acre terminal will be able to accommodate three additional ships along its 3,510-foot dock and will increase port capacity by about 50%.

"The cycle of economic activity that is international trade is alive and well in South Carolina," said Groseclose. "Port expansion at the former Navy Base will mean great things for our people and our neighbors."

The Navy Base terminal groundbreaking is the latest step in the journey toward new capacity for the Port of Charleston, which is expanding to keep pace with its customers, along with competitors in neighboring states.

"We are one very large step closer to the port capacity our state needs," said Lewis Gossett, president of the S.C. Manufacturers Alliance.

The first \$500-million phase of the terminal is expected to open in six years and will generate thousands of good jobs and will contribute millions to the state and local economy.

"Our business is inextricably tied to the port," said Bobby Hitt, spokesman for BMW Manufacturing in Greer, S.C.

"Today we are here to secure our place among the world's great ports and secure South Carolina's economic future," said A. Thomas Hood, chairman of the Charleston Metro Chamber of Commerce. "In order for our community to succeed we must remain competitive within a global environment. The Port of Charleston provides a means for our region and entire state to compete and win globally."

The SCSPA has spent four years and \$5.3 million in a rigorous permitting process, cul-



minating in the issuance of state and federal environmental permits.

The SCSPA's design for the new terminal at the former Navy Base includes nearly \$10 million in environmental and community mitigation measures. This is believed to be the largest mitigation program in the state's history.

Work is already underway to get the site ready for construction. Preparation of a two-acre test embankment to determine how best to prepare the land for the load of concrete and containers has begun. Later this summer, crews will begin demolishing 40 buildings and structures on the property.

At its June meeting the SCSPA board of directors approved an \$8.5 million construction management contract for site preparation with PB Americas. The work covers contract administration, full-time inspection, quality assurance and other services related to preparing and consolidating the new terminal site.

(ABOVE) SCSPA PRESIDENT AND CEO BERNARD S. GROSECLOSE, JR. WELCOMES GUESTS TO THE GROUNDBREAKING CEREMONY OF CHARLESTON'S NEW TERMINAL. (BELOW) L-R: LEWIS GOSSETT, S.C. MANUFACTURERS ALLIANCE; BOBBY HITT, BMW MANUFACTURING; BERNARD GROSECLOSE, SCSPA; BILL STERN, SCSPA CHAIRMAN; MICHAEL BROWN, LOWCOUNTRY ALLIANCE FOR MODEL COMMUNITIES; AND TOM HOOD, CHARLESTON METRO CHAMBER OF COMMERCE BROKE GROUND ON THE NEW TERMINAL ON MAY 7TH.





AMERICAN PRESIDENT LINES (APL) IS ONE OF THE MEMBERS OF THE NEW WORLD ALLIANCE AND IS ADDING A NEW SUEZ EXPRESS SERVICE IN CHARLESTON. THE SERVICE WILL BEGIN IN JULY AND WILL OFFER THE ONLY DIRECT CALL BETWEEN CHARLESTON AND SINGAPORE.

New Suez Express Service Offers Fast Asia Transits

The SCSPA has signed a new four-year agreement with the New World Alliance (NWA), which includes major global carriers American President Lines (APL), Hyundai Merchant Marine Co., and Mitsui OSK Lines. This contract secures current business and adds a weekly, all-water service through the Suez Canal that connects Charleston to Southeast Asia and the Indian subcontinent.

The Suez Express (SZX) service, which begins in July, will deploy eight vessels capable of carrying between 4,000 and 4,500 20-foot equivalent units (TEU). Inbound transit times to Charleston include: 27 days from Kelang, 24 days from Singapore and 21 days from Colombo. Outbound transit times from Charleston are: 14 days to Jebel Ali, 29 days to Kelang, 30 days to Singapore and 35 days to

Colombo.

"This new multi-year agreement with the NWA is a significant addition of cargo and vessels to the Port of Charleston," said SCSPA president & CEO Bernard S. Groseclose, Jr. "The NWA carriers have been strong partners in the Port of Charleston's success, and they are set to grow rapidly with the new Suez Express Service."

The NWA already has one service with two weekly calls in Charleston. The Atlantic Pacific Express (APX) service is a pendulum connecting Charleston with Asia and North Europe and brings an annual throughput of more than 175,000 TEU to the port.

George Hearn, vice president of APL's southern region, noted that Charleston is a great market opportunity for APL because of its high productivity.

"The Port of Charleston offers a solid base of cargo, and we hope to tap that demand," he said. "The terminal is close to the

ocean. The channels are deep, so we don't have any tidal restrictions. Overall, APL ships can get in and out very quickly. Time is money to a ship operator."

Fred Stribling, SCSPA vice president of marketing and sales, noted that this new service touches two critical cargo hubs for Port of Charleston customers.

"Singapore is a tremendous transshipment hub for Indonesia and all of Southeast Asia, and Colombo draws cargo from the Indian subcontinent," he said. "Access to those ports and the regions they serve is important, and this service offers very fast transit times that our cargo customers will appreciate."

MSC, SCSPA Sign Five-Year Agreement

Mediterranean Shipping Company (MSC), the world's second-largest container carrier, has renewed its commitment to

Charleston with a five-year agreement. The contract translates into more than 230 ship calls per year and solidifies the line's place as one of the port's largest customers.

Over the past decade, MSC has exploded onto the shipping scene in Charleston. The company's existing services include two trans-Atlantic services, along with services to the west Mediterranean, South America and Africa.

In 2006, MSC had 167 ship calls in Charleston, along with additional calls from vessel sharing partners. The new agreement formally builds on expanded services that MSC established in Charleston over the last 18 months. The new contract provides for the centralization of all MSC services in Charleston from North Charleston and Columbus Street Terminals to the Wando Welch Terminal. This transition already is well underway and is expected to be complete early this summer.

"For the past year or so, we have been successfully operating 6,700-TEU post-Panamax ships in Charleston on a regular schedule," said Chris Parvin, MSC vice president of marine operations for MSC. "These operations have been performing extremely well. We have experienced high productivity and a quick turnaround, which is a critical factor in our industry."

Parvin added that the SCSPA's high productivity, in combination with other key factors, should boost growth for MSC's business at the Port of Charleston. Other attributes he mentioned included: deep water, close proximity to the open ocean, and the ability of all the port's vendors—such as the pilots and tugs—to efficiently handle MSC's deep drafted vessels.

Bernard S. Groseclose, Jr., SCSPA president & CEO, added that Charleston has expanded capacity at existing terminals significantly over the past two years and is uniquely positioned among South Atlantic ports to handle post-Panamax ships such as the ones that MSC uses. He cited the Yard Management System (YMS), Charleston's 45-foot depth at low water, the completion of North America's largest cable stayed bridge, and an expanded equipment inventory, including 20 post-Panamax or larger container cranes and 16 new rubber-tired gantry cranes that were delivered late last year.

"Thanks to the leadership of our state and federal officials, the Charleston Harbor Deepening Project and the Ravenel Bridge were completed," Groseclose said. "In addition, we have invested in the necessary equipment and technology. We're ready for these ships. The result is a clear competitive advantage for the Port of Charleston."

Fred N. Stribling, SCSPA vice president of marketing & sales,

pointed out that Charleston is the first port in the rotation of MSC's service that deploys the 6,700-TEU ships.

"That's important because we can handle the ship efficiently, even when they are fully loaded, a capability very few East Coast ports have," he said. "We appreciate MSC's confidence in the Port of Charleston's ability to continually improve marine production and trucker turn times, which are qualities needed to efficiently work big ships."

Customers using MSC's services immediately see the benefits of both the growth and the centralization in one facility.

"MSC was growing so fast in Charleston their equipment and operations was spread across several locations; so optimizing their terminal activities in one facility will have an immediate positive impact on their vendors and clients, including Panalpina," said Richard McCall, vice president, ocean freight division for Panalpina. "How the port and MSC have worked together through their rapid growth is a true sign of partnership. Panalpina has worked with MSC for many years--since they first arrived in Charleston--and we continue to support them as a key partner in our carrier portfolio."

Klaus Schnede, Marine Procurement Manager for Eastman Chemical Company said MSC's continuing and expanded commitment to Charleston is good for his business as well.

"MSC's growing presence in Charleston is a real benefit. Competitive access to global markets is critical to Eastman Chemical--the more choices the better for us as an exporter, as far as I'm concerned. Charleston is one of our main export gateways and we receive great service there, so when we have more carrier options and service improvements in

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Charleston it is a big boost.”

Schnede said Eastman’s market position is bullish for the near future.

“We ship PET out of the Columbia [S.C.] facility primarily to Latin America today, but we are looking to growing other export markets.”

In May Eastman Chemical announce an expansion of operations at the Columbia plant.

Chinese SC Visit Yields Important Breakthroughs

In May high level officials from the People’s Republic of China visited South Carolina to finalize contracts for the purchase of rail road machinery from a South Carolina manufacturer and to solidify relationships that will pay dividends in the future including a first-of-its-kind memorandum

of understanding.

Governor Mark Sanford and Secretary of Commerce Joe Taylor welcomed Wang Chao, Assistant Sec. of the Ministry of Commerce of the People’s Republic of China, and a Chinese delegation to South Carolina on May 21.

The South Carolina Department of Commerce hosted a trade and investment forum in Greenville at the Global Trade Park where Gov. Sanford and dignitaries with China’s Ministry of Commerce signed the first ever Memorandum of Understanding (MOU) between the Chinese government and the state of South Carolina. The signing ceremony also included the signing of two purchase contracts between the Chinese Ministry of Railways and Harsco Track Technologies.

Harsco Track Technologies is a major global supplier of railway track maintenance equipment and

services in West Columbia, S.C. The Department of Commerce assisted in the development and finalization of the contracts. Gov. Sanford and Sec. Taylor served as official witnesses to the signing of the purchase agreements. The combined contracts mark Harsco Track Technologies’ largest railway track maintenance equipment sales contracts in division history. This combination of two orders from the Chinese Ministry of Railways is expected to generate more than \$350 million in new revenue over the next four years. The company anticipates the creation of new jobs at its West Columbia facility to accommodate the contracts.

The Memorandum of Understanding between China and South Carolina reaffirms the existing relationship between China and South Carolina, establishes and designates South

Carolina to be a preferred U.S. location for Chinese businesses to operate, and identifies areas for enhanced cooperation between the two. This includes:

Information Exchange and Potential Investor Referral

China and South Carolina will jointly provide information regarding investment policies and opportunities.

Investment Promotion Activities

Investment missions and trade fairs, as well as online promotional activities, will be shared and/or organized between China and South Carolina.

Key Industry Sector Priorities

China and South Carolina will work to identify key industry sectors in their respective areas and provide the relevant information for investment opportunities.



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"Today's announcement is further evidence that we are not only engaged in the global economy, but we are also taking advantage of the opportunities it presents. From day one, this administration has been committed to improving the state's economic soil conditions for business growth. This agreement is a step to that end. Our efforts to cultivate a relationship with the Chinese government will have a lasting impact on our state in terms of job creation, foreign direct investment, and export opportunities for South Carolina businesses," said Gov. Mark Sanford.

Since taking office in 2003, Gov. Sanford has made two official visits to China and opened the state's first office in China operated under the Department of Commerce.

In terms of value of goods, China was South Carolina's most impressive export growth market in 2006. Exports to China rose 12.5% to more than \$869 million and jumped one notch to become the state's fourth largest export destination. The state's exports to China rapidly approach the \$1 billion mark, proving that China is a significant consumer of South Carolina products with strong purchasing power for continued growth. China's top purchases include: machinery, cotton yarn and fabric, plastics, chemicals, and aluminum.

DHS Awards \$3.7 Million in Security Grants to SCSA

The South Carolina State Ports Authority was selected to receive \$3.7 million in the latest round of Port Security Grants (PSG), the U.S. Department of Homeland Security announced Thursday.

In the previous six grant rounds, the SCSA received more than \$20 million, bringing total announced security grant funding to \$23.8 million. The SCSA has



CHARLESTON IS AWARDED ALMOST FOUR MILLION IN PORT SECURITY GRANTS. THE GRANT MONEY WILL GO TOWARDS THE LABOR AND TECHNOLOGY NEEDED TO MAKE THE PORT OF CHARLESTON AS SAFE AS POSSIBLE.

used previous PSG funding for physical security measures such as CCTV surveillance, perimeter security and access control systems.

"Port security is a top priority for the South Carolina State Ports Authority, so we're naturally very pleased with this latest announcement," said Bernard S. Groseclose Jr., president and chief executive officer of the SCSA. "We're also thankful for the South Carolina Congressional delegation's steadfast support for appropriate security measures and additional funding," said Groseclose.

The Charleston port area has been the leading grant recipient in Tier II since inception of the PSG program, with grant awards totaling more than \$33 million. Nationally, only four port areas (Los Angeles/Long Beach, New York/New Jersey, Houston and Seattle) have received more PSG funding than the Charleston port area.

In this latest round, more

than \$202 million in federal Port Security Grants were awarded to 183 public and private entities nationwide. Charleston was classified as a Tier II port area and received approximately 10 percent of the total announced for Tier II ports. In its latest application, the SCSA requested \$12.6 million in federal funds for port security projects to combine with a match of \$3.15 million.

NDTA Finalizes Schedule; SCITC and PPC Recap Conferences

With two successful conferences behind us and one coming up, there is no shortage of educational and networking opportunities right here in Charleston.

The National Defense Transportation Association (NDTA) has announced the schedule for its 61st annual Forum and Expo, to be held September

15-19 at the Charleston Area Convention Center Complex in North Charleston.

General Norton A. Schwartz, USTRANSCOM Commander, will be a Keynote Speaker. In addition, two roundtable discussions will offer attendees great insight into today's market, including Top Modal Issues, and Lean/Six Sigma Success Stories.

Professional Session topics for Monday, September 17, include: Performance Based Logistics; Young Leaders in the War on Terrorism; Business Opportunities, OIF/OEF Retrograde and Redeployments; How to do Business with the Government; Infrastructure/Congestion; and a mentoring session. Tuesday, September 18, will feature topics such as Passenger Travel Service, Optimizing the Government/Industry Partnership, and TRANSCOM Issues, as well as visits to the Port of Charleston and Aerial Port at



SCITC ATTENDEES WERE GIVEN INSIGHT ON TRADE PATTERNS AND OTHER VALUABLE INFORMATION DURING THE SESSION, "VIETNAM – THE NEXT EMERGING TRADE PARTNER." THE PANEL WAS MODERATED BY MARK CONDON, VP OF THE TRADE CENTER DEVELOPMENT CORPORATION.

Charleston Air Force Base.

Those who are interested in earning a Professional Training Certificate but do not want to attend the entire conference can come to two standalone training workshops: Table Top Emergency Preparedness Simulation and DoD Meets Lean Supply Chain Management.

Charleston's waterfront leaders have benefited from two other large conferences this year. The South Carolina International Trade Conference (SCITC) drew more than 400 people to Charleston Place May 29-31. Led by Jo Douglas, Quozel Lighting's controller and director of international trade, this year's SCITC focused on current trade trends, including a spotlight on the emerging market of Vietnam.

"The social functions were fun and offered wonderful networking opportunities, and the educational courses were just phenomenal," Douglas said. "They included best practices from shippers such as Boeing, Dell, Quaker Chemical and Procter and Gamble, as well as third-party logistics providers and shipping companies."

Speakers included: baseball hall-of-famer Tommy Lasorda, who covered everything from the Dodgers to our troops in Iraq; the Honorable Philip Lader, former U.S. Ambassador to the United Kingdom, who discussed risk; SunTrust Bank executives Mark Lattanzio and Gregory L. Miller, who provided a financial outlook; Container Maintenance President Vince Marino; and attorney David Popowski. The 2008 SCITC board, led by OOCL's Deborah Blatchford, already has begun work on next year's conference to be held May 28-30 at Charleston Place.

Earlier this year, more than 300 shippers, carriers and port leaders convened at the Embassy Suites Hotel and Convention Center in North Charleston for the second annual Port Productivity Conference.

The event kicked off Feb. 20 with a golf tournament at Patriot's Point and the Propeller Club of the Port of Charleston's annual oyster roast.

"This year, the issues that impact productivity at our seaports, especially on the containerized

side, were front and center and documented intelligently by some of the best minds in the industry," said Peter Hurme, conference organizer and editor of Marine Digest magazine.

Plans already are underway for next year's conference, which

will move to an April timeframe in Charleston, he added.

"Using the issues of this year's conference as a springboard, the 2008 Port Productivity Conference will focus harder on solutions," Hurme said.

Continued

ROBIN LANIER, EXECUTIVE DIRECTOR OF THE WATERFRONT COALITION MODERATED A SESSION DURING THE PPC ENTITLED, "OUTSIDE THE FENCE: INLAND BOTTLENECKS AND HOW WE SOLVE THEM."





STUDENT RAEKWON ROBINSON FROM CHICORA ELEMENTARY SCHOOL UNVEILS THE NAME "IRON GIANT" FROM ONE OF THE PORT'S NEW CRANES. RAEKWON AND THE OTHER WINNERS EARNED A PLAQUE AND CHECK TO BE USED BY THEIR SCHOOLS.

Kids Christen New Cranes

The Port of Charleston's four brand-new super post Panamax dockside cranes now have names, thanks to the creativity of some local children. Earlier this year, the SCSPA partnered with the Charleston County School District to hold a Name the Cranes Contest, which was open to public school students in grades 3 through 5.

"The response was great!" said Allison Skipper, SCSPA public relations assistant. "We received nearly 250 entries from 16 public schools in the Charleston area."

A team of SCSPA employees from various departments voted for their favorites. The winners are:

"Wando Warrior," named by Qua'Main Grant, age 8, from Belle Hall Elementary School; "Craneky," named by Keaton

Kay, age 9, from East Cooper Montessori Charter School; "Quick Pick," named by Genesis Pratt, age 9, from Buist Academy; and "Iron Giant," named by Raekwon Robinson, age 10, from Chicora Elementary School.

The winning names will be painted on the cranes, and the four children will receive a \$300 check each, to be used for educational activities at their respective schools. The students and their parents joined their teachers, principals and SCSPA representatives June 11 at a ceremony at both the Wando Welch and North Charleston terminals, where the cranes now reside.

Distribution Activity Heats Up

South Carolina is building on its growing reputation as a distribution destination. This summer, two Fortune 1,000 companies

held ribbon-cutting ceremonies for their brand-new distribution facilities in the Palmetto State. Walgreens celebrated the opening of its Anderson distribution center June 14, while QVC held a ribbon-cutting ceremony for its Florence facility July 11.

The Anderson location is the 12th full-service distribution center for Walgreens, the nation's largest drugstore chain and the Journal of Commerce's 47th top importer to the U.S. Situated in the Alliance Industrial Park near I-85, the \$175-million facility spans 700,000 square feet on a 110-acre site. It will serve between 200 and 250 stores in eight southern and mid-Atlantic states and employ 450 people.

According to Walgreens spokeswoman Tiffani Bruce, the Anderson distribution center contains some of the most advanced and proven logistics systems in the distribution in-

dustry. This technology makes the Anderson center 20 percent more productive than previous Walgreens distribution centers, resulting in increased efficiency and cost savings. The facility will play a vital role in supporting the company's expansion throughout the southeast over the next few years, she explained.

The Anderson distribution center also is the first facility of its kind to hire a significant number of mentally disabled employees. Currently, 42 percent of the Anderson center's employees have disclosed a physical or cognitive disability, including autism and mental retardation. Through specialized training and the use of flexible workstations, Walgreens has developed an environment where all employees can engage in productive work.

The Walgreens project has been in the works for nearly three

Continued on page 22

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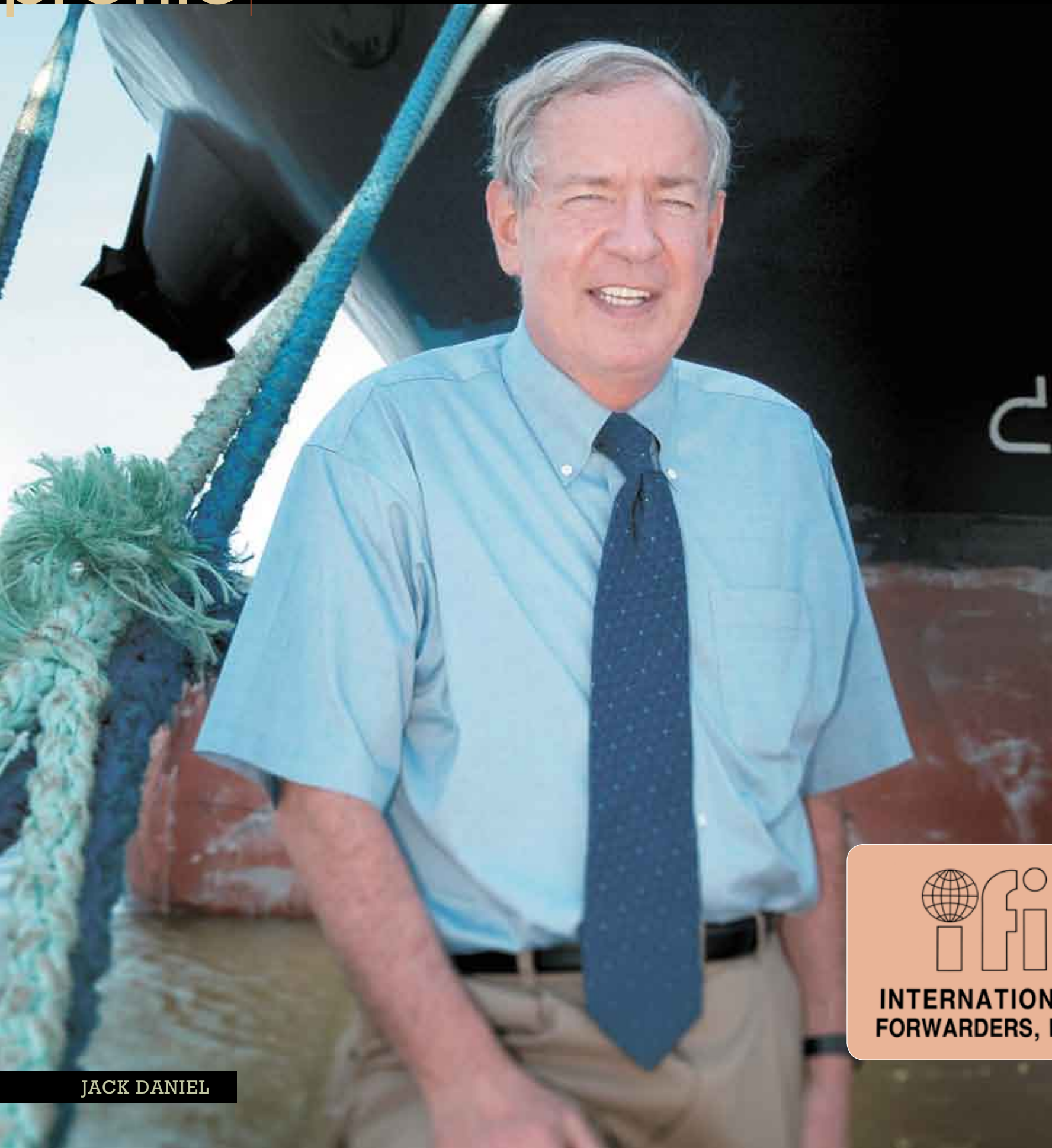


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JACK DANIEL



INTERNATION
FORWARDERS, I

Jack Daniel:

Leading Professional and Industry Growth **BY BETSY HARTER**

UNLIKE SOME SHIPPING INDUSTRY PROFESSIONALS who walked a straight and narrow path to Charleston's waterfront, Jack Daniel traveled down several paths before he found his true calling. After graduating from The Citadel in 1966 with a history degree, he attended law school at the University of South Carolina for one year. In 1968, Daniel joined the U.S. Army as a Lieutenant and was stationed at Fort Eustis, VA, home of one of the country's most respected transportation schools. After learning multiple aspects of the shipping industry at the U.S. Army Transportation School, Daniel headed to Vietnam for a year. There, he served as a cargo officer in several small Vietnamese ports. He handled an interesting mix of cargo, including ammunition, hazardous materials, and food. His job was to get everything where it needed to be, safely and on time.

"The Army actually whetted my appetite for the transportation field," Daniel said. "When I returned to my hometown of Charleston in 1970, I had my eyes on something other than a green uniform."

His love for international trade spurred him to seek work in the local shipping industry. His first position was with Bevon International, a Customs broker and freight forwarder, where he spent three years. He passed the Customs Broker Examination in 1972, earning his Customs Broker License. His next move was Carolina Shipping Company. After working for two years with the well-known agency, Daniel found a job as an import manager at Charleston Overseas Forwarders. Daniel has worked at the company, now known as International Forwarders, ever since.

While Daniel was forging his career path, he and his wife, Trish, simultaneously attended night school at The Citadel.

"Trish was going to school two nights a week, and I took the other two nights so that one of us could mind the children," he said.

He and Trish both earned their Master's Degrees in 1977—Daniel in Business Administration, and Trish in Education.

Today, Daniel is President of International Forwarders, where his focus is on import and customs issues. He also is one of five partner/owners who have worked together since 1975: Kay Winnett, CEO; Elaine Benton, CFO; Mike Morris, Vice President of Exports; and Karen Moshtaghi, Vice President of Finance and Accounting. The group purchased International Forwarders in 1985 from the Manucy family, who established the company in 1948.

"Al Manucy encouraged his employees to be active in different organizations and involved in the transportation industry," Daniel

said. "In fact, I became lifelong friends with my current partners and managers of other companies because of our involvement in organizations such as the Customs Brokers & Freight Forwarders Association of Charleston and the Maritime Association of the Port of Charleston."

Daniel joked that at one time, there were so many trade organizations on Charleston's waterfront that you could attend a different meeting 20 nights out of a month.

"I have just tried to do a quality job for the groups in which I am involved," he said.

Daniel has led the local Customs Brokers & Freight Forwarders Association as president three times. He also has chaired various committees, including the Customs Committee, the Port Authority Committee, the Education Committee and the ORION Committee.

Through the Education Committee, Daniel has assisted with seminars led by experts from Customs, the Environmental Protection Agency, and the Food and Drug Administration.

"Young people have the opportunity to learn the right way to do things via these seminars and to catch potential mistakes before they become a problem," Daniel explained.

As head of the Port Authority Committee, he meets once a month with SCSPA management in order to maintain close coordination between the private sector and the SCSPA. The

group's focus over the last several years has been port expansion. As such, it has generated support among the waterfront community to facilitate permits and construction.

"We help everyone understand all that is going on so that they can help increase cargo flow for the good of all of our members," he said. "A rising tide lifts all the boats."

Although Daniel is immersed in his business and trade organizations, family always has been his top priority. Raised by a single mom, Daniel was one of seven children. They dubbed their mother "The Steel Magnolia" because of her strength and commitment to fostering success amongst her children. She single-handedly sent them all to Bishop England for their secondary education.

"The nuns never could get our last name right...they always stuck an 's' on the end, which was a sore point for me in particular," he laughed.

The close family ties that bound Daniel as a child still hold tight. His happiest moments are times spent with Trish, their daughter Hope, and their son, Jack III.

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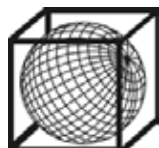
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Bullish on Charleston Gateway

BY BETSY HARTER



WHEN BELGIUM-BASED KATOEN NATIE (KTN) WAS FORMED in the 1800s as a cotton warehousing and distribution company, the shareholders didn't realize that another cotton-producing city across the Atlantic would be integral to its future. Today, KTN can be found in 22 countries, but it's most recent addition is a location near the Port of Charleston.

KTN was founded in 1855 by a group of entrepreneurs as a link between the Port of Antwerp and Belgium's hinterland. At that time, the company's primary focus was cotton. In fact, Katoen (pronounced kah-TOON), is Flemish for cotton, and the six red octagons in the company's logo represent cotton bales. Although cotton still is important to KTN, the company has strengthened its business plan by branching into other vertical markets and by expanding its service offerings.

In the 1980s, KTN expanded into various sectors, including petrochemicals, automotive, and consumer goods. Additionally, it began providing a variety of value-added services, such as logistics, industrial subcontracting, and stevedoring. The acquisition of Seaport Terminals, a stevedoring company in Antwerp, aided that mission.

KTN continued to grow in the 1990s through international acquisitions in Europe, the Far East, and North and South America. It set up its U.S. headquarters in Houston when it purchased Texas-based Interpak Terminals, a plastic packaging company.

"We have grown quite exponentially in the last 14 years," said Frank Vingerhoets, president of KTN USA. "When I started with KTN 16 years ago, we were only 200 people. Today, we employ 8,000 people worldwide and 400 in the United States."

Vingerhoets noted that the company wants to expand its U.S. network as it has in Europe, where it owns facilities in all major ports and industrial clusters.

"Charleston for us was an obvious location," he said. "We believe this area has a lot of potential because it is a big entry port and a major gateway to the Southeast and the Midwest United States."

KTN chose Charleston for its first Southeast site for several reasons, Vingerhoets said.

"Charleston is one of the most productive ports in the United

States, and it has, at minimum, weekly services in every trade lane," he said. "The three terminals are all interconnected, and it has great access to interstate highways, excellent rail infrastructure, and deep-sea access."

KTN shares a 500,000-square-foot warehousing complex with

Blackhawk Logistics on North Rhett Avenue; close the port's North Charleston terminal. The building is served by rail and is located within five miles of the CSX and NS intermodal yards. The facility boasts a clear height of 28 feet, with room for racking. Security guards and a high-performance alarm system secure peace of mind, as does the high-tech sprinkler system. Modern dock doors permit fast and safe truck/container turnaround.

The company administers a variety of services at its Charleston facility. Its core business is warehousing, transloading, and packaging; but it also can do quality control, reconditioning, labeling, assembly, container stuffing, stripping, grinding, blending and sorting.

Many of these same services can be found at other logistics providers in the area, but KTN's true expertise gives it a competitive advantage in the petrochemicals market, which is its main focus in Charleston. According to Vingerhoets,

KTN handles 18 million tons (36 billion pounds) of petrochemical products worldwide. This equates to 10% of global polymer production. KTN's customer base includes every major petrochemical company in the world, including Dow and Exxon.

"Customers feel comfortable with us because they know what they are going to get: the only company in our business with a worldwide presence," he continued. "We believe the experience we have gathered through our worldwide locations and customers has given us an edge."

Katoen Natie is located at 5801 N. Rhett Ave Ext. in Hanahan. For more information, visit www.katoennatie.com, or call (281) 941-1009.

Charleston was an obvious location. We believe this area has a lot of potential because it is a big entry port and a major gateway to the Southeast and the Midwest United States.

Continued from page 13

years after a groundbreaking ceremony in July 2004. In early 2007, individuals who trained at the Anderson Training Center started in positions in receiving. These individuals are in a transitional work group that allows them 45 days to adjust to this new work environment and experience what it is like to work at the distribution center full time. The group is designed for individuals who have proven that they can learn how to do the jobs proficiently at the training center. Job coaches from partner agencies have accompanied the participants to the facility and are assisting with the transition.

QVC, the world's preeminent electronic retailer, opened its 1.4-million-square-foot distribution center in Florence July 11. The \$75 million facility is located on a 265-acre parcel of land one mile

from the intersection of I-95 and Exit 169. QVC expects to create 400 jobs initially and already has received nearly 12,000 applications before running the first job advertisement.

When QVC announced plans for the Florence facility in December 2005, it cited several factors, including the availability of a highly skilled labor market, grant and tax incentives, and the area's established and growing transportation infrastructure.

Joe W. King, Florence County Economic Development Partnership Executive Director, said that Florence is perfectly positioned for companies seeking distribution and logistics facilities because of its rail access and proximity to I-95 and I-20.

"The Port of Charleston is a big asset for South Carolina, and we always use the port to our advantage when attracting new

companies," King said. "When a company comes to South Carolina, it may not be a big port user initially, but the business plan may change and it will be thankful to have such great access to one of the nation's top ports."

King added that Florence has a great technical training program, thanks to schools such as Florence-Darlington Technical College, Francis Marion University, Center for Accelerated Training & Technology, and Southeastern Institute of Training & Technology. He added that Florence's great regional airport, excellent medical community, strong work ethic and established infrastructure—including water and sewer—have attracted companies such as EPSI, Johnson Controls, Roche Carolina and Honda to the area.

King hopes that QVC's decision to set up shop in Florence

will have a snowball effect.

"Success breeds success, and when one company comes, the others follow," King said. "Another company may look at QVC and say, 'They already did their due diligence, so let's go to Florence, too!'"

Starbucks to Build SC Roasting Plant

Starbucks Coffee Company announced it will begin construction on a 150,000 square foot facility in Calhoun County's St. Matthews, approximately 15 miles from Columbia. The newest U.S. roasting facility will create 160 new full-time positions when operations begin in early 2009.

The new facility will house equipment and operations to receive roast, package, and ship Starbucks coffee to distribution

Continued

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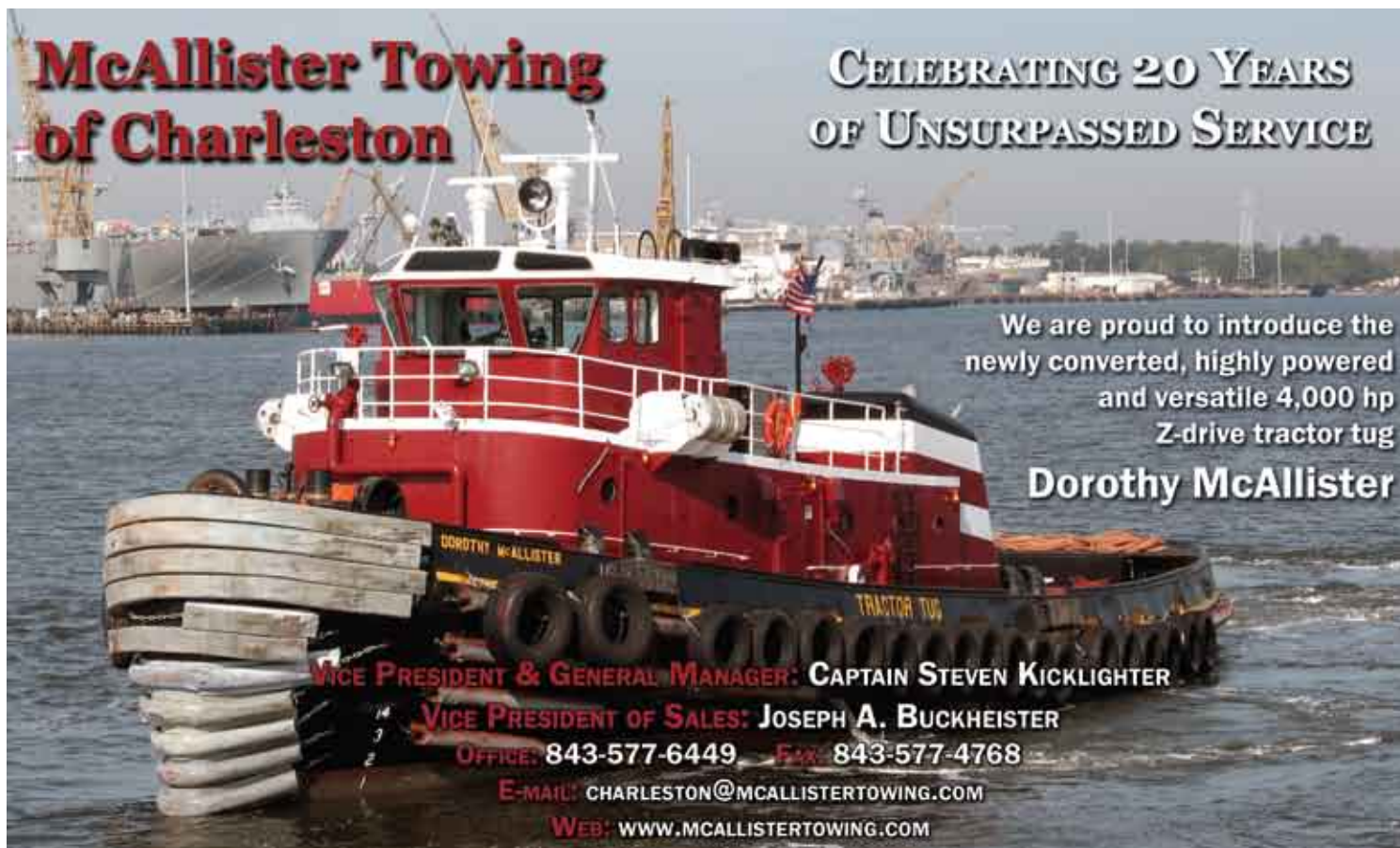
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"Starbucks is pleased to further strengthen our ties to the South Carolina business community," said Peter Gibbons, Starbucks senior vice president, manufacturing. "This new facility will help us meet increasing demand for our premium coffees and allows us to support our growth in the Southeast."

Starbucks chose the Calhoun County site based on several factors, including workforce availability, transportation access,

quality of life, and strong support from local and state leaders.

"Today's announcement is further evidence that our efforts to improve the economic conditions for business growth are working to produce real results for more South Carolinians," said SC Gov. Mark Sanford. "Our ability to attract a world-class company to a rural area of our state speaks volumes to that. Also, given the size of this investment and the number of jobs that come along with it, this is a real win that will have a tremendous impact on the local economy for years to come."

Continued

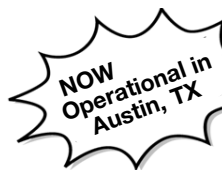
Corrections:

Please note that on page 21 of the March+April issue of *Port Charleston*, the correct company name is INVISTA.

In the May+June issue, the location of the Sprinter Van Assembly plant was stated as Ladson, SC. Although Ladson is the plant's mailing address, the actual location of the plant is North Charleston, SC.

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The new Calhoun County facility will provide additional roasting and packaging capability to augment production from Starbucks' four existing roasting plants in Kent, WA; York, PA; Carson Valley, NV; and Amsterdam, The Netherlands.

MER Acquires Sani-Tech

Jacksonville-based Moran Environmental Recovery (MER) has acquired the business assets of Charleston-based Sani-Tech Environment. MER is a full-service environmental contractor with resource centers in Jacksonville, Charleston, Savannah, and Norfolk. The company provides industrial and marine cleaning, site remediation, abatement, and emergency spill response services to private and public sector clients.

Both MER and Sani-Tech

have affiliated wastewater treatment and used oil-recycling businesses through Water Recovery, Inc. in Jacksonville and US Water Recovery in Charleston.

Paul Goodsell, Sani-Tech's owner and president, will join MER to manage the company's growing operations in the Charleston area. Goodsell moved to Charleston in 1997, and Sani-Tech grew steadily under his leadership.

"We now have the largest and most diversified environmental contracting business in Charleston," Goodsell said. "That is a big win for the Sani-Tech team and our customers. Customers throughout the Southeast will benefit from competitive and environmentally sound waste recycling options available through MER. The companies provide in-house capabilities matched by no other in the region."



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MSC	AMEX	Weekly	WW
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Asia - India Ocean (15 carrier services in 5 deployments)			
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APL	IAX	Weekly	NC
ARC	Mid East	Fortnightly	UP
CMA CGM	INDAMEX	Weekly	NC
Emirates Shipping Line	IDX	Weekly	NC
Evergreen Line	IMU	Weekly	NC
Hapag-Lloyd	INDAMEX	Weekly	NC
MacAndrews	INDAMEX	Weekly	NC
Maersk Line	SZX 1	Weekly	WW
MSC	-	Weekly	WW
OOCL	OOCL	Weekly	NC
Safmarine	USEC EXP	Weekly	WW
Shpg Corp. of India	IDX	Weekly	NC
Wallenius Wilhelmsen	"NM, MN"	Fortnightly	UP
Zim	Ind-NA Exp	Weekly	NC
Asia - Pacific (14 carrier services in 6 deployments)			
APL	APX	Weekly	WW
COSCO	AWE 2	Weekly	CS
Evergreen Line	NUE	Weekly	NC
Hanjin	AWC	Weekly	CS
Hanjin	AWG	Weekly	CS
Hyundai	APX	Weekly	WW
K Line	NATCO-1	Weekly	CS
K Line	NATCO-5	Weekly	CS
Maersk Line	TP12	Weekly	WW
MOL	CNY/APX	Weekly	WW
MSC	-	Weekly	WW
Safmarine	TP12	Weekly	WW
Yang Ming	AWE 2	Weekly	CS
Yang Ming	AWE 5	Weekly	CS
Australia-New Zealand (1 carrier service in 1 deployment)			
MSC	-	Weekly	WW
Caribbean (21 carrier services in 8 deployments)			
Alianca	ABUS	Weekly	WW
APL	APX	Weekly	WW
CCNI	Americas	Weekly	WW
CSAV	-	Weekly	WW
CSAV	Americas	Weekly	WW
Evergreen Line	NUE	Weekly	NC
Evergreen Line	SNT	Weekly	WW
Hamburg Sud	ABUS	Weekly	WW
Hamburg Sud	AGAS	Weekly	WW
Hapag-Lloyd	ESS2	Weekly	WW
Hyundai	APX	Weekly	WW
Libra	-	Weekly	WW
Maersk Line	AMEX	Weekly	WW
Maersk Line	SAE	Weekly	WW
Maersk Line	TP12	Weekly	WW
MOL	CNY/APX	Weekly	WW
MSC	AMEX	Weekly	WW
MSC	S Atlantic	Weekly	CS
MSC	String 1	Weekly	WW
Safmarine	AMEX	Weekly	WW
Safmarine	TP12	Weekly	WW
Europe - Atlantic (43 carrier services in 15 deployments)			
ACL	J	Weekly	WW
ACL	N	Weekly	WW
ANL Container Line	EUS-1	Weekly	NC
APL	APX	Weekly	WW
APL	ATN	Weekly	WW
APL	ATS	Weekly	WW
ARC	Atlantic	Weekly	UP
Atlanticargo	-	10 days	CS

CARRIER NAME	CARRIER SERVICE NAME	FREQUENCY	TERMINAL
China Shipping Container Lines	EAG	Weekly	NC
CMA CGM	Victory Br	Weekly	NC
COSCO	TAS 1	Weekly	CS
COSCO	TAS 5	Weekly	CS
Evergreen Line	NEC	Weekly	NC
Evergreen Line	NUE	Weekly	NC
Hanjin	TAS 1	Weekly	CS
Hapag-Lloyd	ATX	Weekly	WW
Hapag-Lloyd	GAX	Weekly	WW
Hapag-Lloyd	GMX	Weekly	WW
Hyundai	APX	Weekly	WW
Hyundai	ATN	Weekly	WW
Hyundai	ATS	Weekly	WW
K Line	NA Shuttle	Weekly	UP
K Line	TASCO 1	Weekly	CS
K Line	TASCO 5	Weekly	CS
Maersk Line	TA1	Weekly	WW
Maersk Line	TA2	Weekly	WW
Maersk Line	TA3	Weekly	WW
MOL	ATN	Weekly	WW
MOL	ATS	Weekly	WW
MOL	CNY/APX	Weekly	WW
MSC	S Atlantic	Weekly	CS
NYK	ATX	Weekly	WW
NYK	GAX	Weekly	WW
OOCL	ATX	Weekly	WW
OOCL	GAX	Weekly	WW
OOCL	GMX	Weekly	WW
Star Shipping	-	10 days	CS
Wallenius Wilhelmsen	"EA,NA"	Fortnightly	UP
Wallenius Wilhelmsen	"EB,NB"	Weekly	UP
Yang Ming	EGS	Weekly	CS
Yang Ming	TAS 1	Weekly	CS
Zim	AUE	Weekly	CS
Zim	NEX	Weekly	NC
Mediterranean (24 carrier services in 7 deployments)			
ANL Container Line	ISC-3	Weekly	NC
APL	IAX	Weekly	NC
APL	MGS	Weekly	WW
ARC	Mid East	Fortnightly	UP
CMA CGM	INDAMEX	Weekly	NC
COSCO	TAS 3	Weekly	CS
Emirates Shipping Line	IDX	Weekly	NC
Evergreen Line	IMU	Weekly	NC
Hanjin	TAS 3	Weekly	CS
Hapag-Lloyd	INDAMEX	Weekly	NC
Hapag-Lloyd	MNX	Weekly	WW
K Line	TASCO 3	Weekly	CS
MacAndrews	INDAMEX	Weekly	NC
Maersk Line	SZX 1	Weekly	WW
Maersk Line	West Med	Weekly	WW
MSC	-	Weekly	WW
OOCL	IDX	Weekly	NC
Safmarine	USEC EXP	Weekly	WW
Safmarine	US-Gulf	Weekly	WW
Shpg Corp. of India	IDX	Weekly	NC
Wallenius Wilhelmsen	"NM, MN"	Fortnightly	UP
Yang Ming	TAS 3	Weekly	CS
Zim	Ind-NA Exp	Weekly	NC
Zim	Med Atl	Weekly	CS
South America - Atlantic (14 carrier services in 3 deployments)			
Alianca	ABUS	Weekly	WW
Alianca	NA-ECSA2	9 days	WW
CSAV	-	Weekly	WW
CSAV	USATLAN	9 days	WW
Evergreen Line	SNT	Weekly	WW
Hamburg Sud	ABUS	Weekly	WW
Hamburg Sud	NA-ECSA2	9 days	WW
Hapag-Lloyd	ESS2	Weekly	WW
Libra	-	Weekly	WW
Libra	USATLAN	9 days	WW
Maersk Line	NASA	Weekly	WW
Maruba	USATLAN	9 days	WW
MSC	-	Weekly	WW
South America - Pacific (5 carrier services in 3 deployments)			
CCNI	Americas	Weekly	WW
CSAV	Americas	Weekly	WW
Hamburg Sud	AGAS	Weekly	WW
MSC	-	Weekly	WW
MSC	String 1	Weekly	WW

Direct Services by Terminal by Deployment Grouping

This listing indicated direct service calls in/out of Charleston. Many of these carriers also offer transshipment options that will move your cargo anywhere in the world. Please contact to your ocean carrier about transshipment options. Contact information is provided below.

TERM.	SERVICE	PARTICIPATING CARRIERS	TRADE REGION	FREQUENCY
CS	AWC / AWE 2 / NATCO-1	COSCO / Hanjin / K Line / Yang Ming	Asia - Pacific	Weekly
CS	AWE 5 / AWG / NATCO-5	Hanjin / K Line / Yang Ming	Asia - Pacific	Weekly
CS	AUE / TAS 1 / TASC0 1	COSCO / Hanjin / K Line / Yang Ming / Zim	Europe - Atlantic	Weekly
CS	Med Atl / TAS 3 / TASC0 3	COSCO / Hanjin / K Line / Yang Ming / Zim	Mediterranean	Weekly
CS	NAA	Hapag-Lloyd	Africa (Non Med)	35 days
CS	-	Atlanticargo / Star Shipping	Europe - Atlantic	10 days
NC	IAX / INDAMEX / ISC-3	ANL Container Line / APL / CMA CGM / Hapag-Lloyd / MacAndrews	Asia - India Ocean / Mediterranean	Weekly
NC	EAG / EUS-1 / Victory Br	ANL / China Shipping / CMA CGM	Europe - Atlantic	Weekly
NC	NUE	Evergreen Line	Asia - Pacific / Caribbean / Europe - Atlantic	Weekly
NC	AMEX	Maersk Line / MSC / Safmarine	Africa (Non Med) / Caribbean	Weekly
NC	IDX / IMU / Ind-NA Exp / OOCL	Emirates / Evergreen / OOCL / SCI / Zim	Asia - India Ocean / Mediterranean	Weekly
NC	NEC / NEX	Evergreen Line / Zim	Europe - Atlantic	Weekly
UP	NA Shuttle	K Line	Europe - Atlantic	Weekly
UP	EA,NA	Wallenius Wilhelmsen	Europe - Atlantic	Fortnightly
UP	Atlantic / EB,NB	ARC / Wallenius Wilhelmsen	Europe - Atlantic	Weekly
UP	Mid East / NM, MN	ARC / Wallenius Wilhelmsen	Asia - India Ocean / Mediterranean	Fortnightly
WW	EGS / S Atlantic / TAS 5 / TASC0 5	COSCO / K Line / MSC / Yang Ming (CKY only on Europe-Atlantic route)	Caribbean / Europe - Atlantic	Weekly
WW	-	MSC	Asia - India Ocean	Weekly
WW	-	MSC	Asia - Pacific	Weekly
WW	-	MSC	Australia-New Zealand	Weekly
WW	-	MSC	Mediterranean	Weekly
WW	-	MSC	South America - Atlantic	Weekly
WW	AMEX	Maersk Line / MSC / Safmarine	Africa (Non Med) / Caribbean	Weekly
WW	String 1	MSC	Caribbean / South America - Pacific	Weekly
WW	AGAS / Americas	CCNI / CSAV / Hamburg Sud	Caribbean / South America - Pacific	Weekly
WW	GMX	Hapag-Lloyd / OOCL	Europe - Atlantic	Weekly
WW	ATX / N	ACL / Hapag-Lloyd / NYK / OOCL	Europe - Atlantic	Weekly
WW	NA-ECSA2 / USATLAN	Alianca / CSAV / Hamburg Sud / Libra / Maruba	South America - Atlantic	9 days
WW	GAX / J	ACL / Hapag-Lloyd / NYK / OOCL	Europe - Atlantic	Weekly
WW	ABUS / ESS2 / NASA / SNT	Alianca / CSAV / Evergreen / Hamburg Sud / Hapag-Lloyd / Libra. Maersk - only on SA-Atl route	Caribbean / South America - Atlantic	Weekly
WW	SAE	Maersk Line	Caribbean	Weekly
WW	ATS / TA2	APL / Hyundai / Maersk Line / MOL	Europe - Atlantic	Weekly
WW	SZX 1 / USEC EXP	Maersk Line / Safmarine	Asia - India Ocean / Mediterranean	Weekly
WW	ATN / TA3 / TP12	APL / Hyundai / Maersk Line / MOL / Safmarine (NWA only Eur-Atl, Safmarine not on Eur-Atl)	Asia - Pacific / Caribbean / Europe - Atlantic	Weekly
WW	MGS / MNX / US-Gulf / West Med	APL / Hapag-Lloyd / Maersk Line / Safmarine	Mediterranean	Weekly
WW	APX / CNY/APX / TA1	APL / Hyundai / Maersk Line / MOL (Maersk Line only on Europe-Atlantic route)	Asia - Pacific / Caribbean / Europe - Atlantic	Weekly

CARRIER	CUSTOMER SERVICE	WEB ADDRESS
ACL	(800) 225-1235	www.aclcargo.com
Alianca	(973) 775-5600	www.alianca.com.br
ANL Container Line	(843) 720-1580	www.anl.com.au
APL	(800) 999-7733	www.apl.com
ARC	(201) 571-0444	www.arrcnet.com
Atlanticargo	(800) 251-3960	www.atlanticargo.com
CCNI	(800) 223-2264	www.ccni.cl
China Shipping	(843) 881-4754	www.chinashippingna.com
CMA CGM	(843) 740-0700	www.cmacgm.com
COSCO	(800) 242-7354	www.cosco-usa.com
CSAV	(732) 635-2600	www.csav.com
Emirates Shipping Line	(732) 882-1600	www.emiratesline.com
Evergreen Shipping Agency	(843) 856-7600	www.evergreen-shipping.us
Hamburg Sud	(888) 228-3270	www.hamburg-sued.com
Hanjin	(912) 966-1220	www.hanjin.com

Hapag-Lloyd	(843) 556-4052	www.hlcl.com
Hyundai	(877) 749-8632	www.hmm21.com
K Line	(800) 609-3221	www.k-line.com
Libra	(877) 959-4910	www.libra.com.br
MacAndrews	(843) 856-1000	www.macandrews.net
Maersk Line	(800) 321-8807	www.maerskline.com
MOL	(800) 621-9545	www.molpower.com
MSC	(843) 971-4100	www.ms cgva.ch
NYK	888-695-7447	www.nyk.com
OOCL	(888) 388-6625	www.oocl.com
Safmarine	(866) 866-4723	www.safmarine.com
Shpg Corp. of India	(843) 856-1000	www.shipindia.com
Star Shipping	(843) 856-1000	www.starshipping.com
Wallenius Wilhelmsen	(201) 505-4000	www.2wglobal.com
Yang Ming	(912) 238-0329	www.yml.com.tw
Zim	(866) 744-7046	www.zim.co.il

JULY + AUGUST 2007

VIEWFINDER





LOCATION: The Tall Ships – Charleston Harbor, SC – May 2007
IMAGE DATA: 1/60th-second exposure @ f/16. Nikon D100 digital camera with 24 mm lens. **PHOTOGRAPHER:** Marvin Preston



OOCL's Elizabeth Colbert-Busch presented SCSPA Director of Public Relations, Byron Miller with the Transportation Leader of the Year Award from the National Transportation Week Committee. "In 2000 SCSPA President and CEO Bernard S. Groseclose, Jr. received the same award."



The South Carolina International Trade Conference took place May 29-31 this year. SCITC 2007 Conference General Chairman, Jo Douglas of Quozel, Inc. poses with one of the conference's keynote speakers, Baseball Hall of Fame member Tommy Lasorda.



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